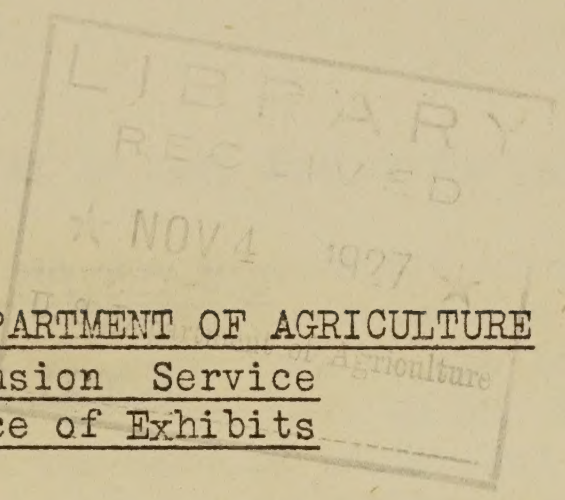


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UNITED STATES DEPARTMENT OF AGRICULTURE

Extension Service

Office of Exhibits

A Summary of the Exhibit.

COW-TESTING LEDGER

A special scenic exhibit showing the value of cow testing to the dairyman.

SPECIFICATIONS

Floor space required - width ----- 11 ft.

depth ----- 5 ft.

Wall space required ----- None

Shipping weight ----- 500 Lbs.

Electrical requirements -

110 volt A.C. or D.C. current,

100 watts needed for lights.

COW-TESTING LEDGER

How It Looks

On a table in the front of the booth is shown a Babcock tester and a small-topped milkpail suspended from a milk scale. Back of these is a miniature cow barn containing cutout cows. A symbolical representation of the value of cow testing is continuously reproduced by having each cow come out of the barn where the "light" of cow testing, coming from the milk pail and the tester, is thrown on the cows one by one. The profitable cows return to the barn while the unprofitable cows are sent away to the butcher.

On the left section of the booth, which resembles a large ledger, is given in the record of a profitable herd. On the right "page" is given the record of another herd in the same neighborhood that proved to be unprofitable.

A full-size cutout of a dairy man is shown working on the "ledger".

What It Tells

The problem of low production is brought out by a huge ledger showing the actual records of two herds in the same neighborhood the same year. One herd of eight cows produced 314 pounds of butterfat per cow, showing an average income over cost of feed of \$87, or, \$696 for the herd. The other herd of 14 cows produced only 137 pounds of butterfat yearly with an average income over feed cost of \$25 per cow, or \$350 for the herd. If all the poor cows in herds like the latter were sold, the remainder would bring greater profits

to the owner. It doesn't pay to keep low producing cows.

By means of a mechanical device cows are arranged to come from the door of the barn where cow testing is being conducted, and to pass on, some back to the herd and some to the butcher. As the cows pass by one by one, light is thrown on them from the Babcock tester and the milk scales. This penetrating light symbolizes knowledge furnished by production records. If the cow is to be condemned she is to be condemned by her record of production over a long period of time.

The Babcock test and the milk scales have substituted certainty for guesswork. The cow that goes to the butcher goes there not because of her looks or her lack of pedigree, but because of her low production record. The cow that goes back into the barn goes there not because she is a beauty in form or color, but because her production record is high enough to insure a profit to her owner. The cow that can pass the close inspection made by the brilliant light rays from the milk scales and the Babcock tester is worthy of a place in a carefully selected herd of dairy cows.

This booth shows the great value of testing for production. The mechanical contrivance attracts attention and teaches a truth. The entire booth emphasizes the great merit of the high producing dairy cow.

WHERE TO GET INFORMATION

The following publications may be obtained free of charge from the U. S. Department of Agriculture, Washington, D. C.:

Farmers' Bulletin No. 1466- Cow Testing Associations.

Misc. Circular No. 26 ---- Cow Tester's Handbook.

U. S. D. A. Bulletin No. 1069 - Relation of Production to Income.

Dept. Circular No. 235 --- Utility Value of Purebred Livestock.

Yearbook Separate No. 841 - Runts and the Remedy.